



# Model Tuning in SAP IBP

Improve  
your  
Demand  
Visibility!

**SAP**

## Integrated Business Planning

*We provide Usable Solutions that integrate best-in-class processes, quantitative modeling, and technology.*

*"Prestige Consumer Healthcare recently rolled out the IBP Demand solution to our planning community. Post the implementation, we decided to engage with Valtitude and use their expertise to help us improve our system usability and tune the statistical modeling capabilities. Mark and his team at Valtitude first conducted a quick diagnostic of the current Demand Planning process and IBP configuration and identified the gaps. Valtitude then worked on detailed model tuning and provided us with very detailed IBP navigation training. Mark's team also helped us implement Product Life Cycle management process which will help us seamlessly address product transitions and SKU substitutions. Overall, we are extremely happy with the consulting provided by Valtitude. Mark and his team quickly stepped up to resolve our issues with IBP and provided excellent training to our demand planning team."*

**Director of Forecasting, Prestige Brands Inc**



[www.valuechainplanning.com](http://www.valuechainplanning.com)



[valtitude@valuechainplanning.com](mailto:valtitude@valuechainplanning.com)

# What is Model Tuning?

Model Tuning is an exercise in Data Science and System Design to create optimal forecast methods leveraging the IBP Forecasting Engine. Our model tuning exercise results in creating the right set of forecasting models for your business.

SAP IBP is a holistic planning platform – but the most misunderstood and under-used.

- Do your planners create and calculate forecasts outside the system?
- Do they just use IBP as a tool to type in the forecasts and pass them to the supply planners?

## This is where we come in...

Our niche is to improve the usability and adoption of any planning system. Upon completion of the usability project, we help you fast-track better demand forecasts and finished goods plans.

## We just don't tell you what is wrong...

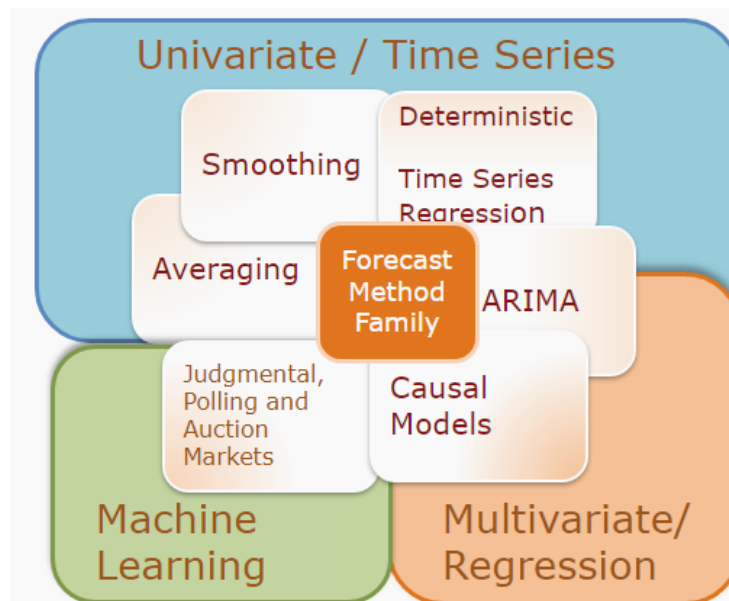
- We help you Fix it.
- We tune the SAP IBP modeling engine.

- We help you develop the right set of forecast models that fit your Demand Profile.
- We give you the IBP-based Workflow for the Monthly Cycle and set up application jobs.

## What do you get?

Upon completion of the ten-week engagement, you will experience planner confidence and new energy in your system landscape.

- Model Tuning in your IBP system
- Optimized Statistical Models in your Planning Environment
- Custom Developed Modeling Profiles – Time Series and Machine Learning
- Precise Alert Settings
- Exception-Based Workflow
- Modeling Strategy for new products, product switches, and phase-in phase-out
- SKU/Customer Segmentation consistent with IBP Algorithms
- Custom developed Training and Reference Materials
- Hands-on Training Program



# 3 Simple Steps to IBP Usability and Adoption

## STEP 1: ASSESSMENT

- Business Diagnostics
- Review System Configuration
- Compile Usability Findings
- Feedback

## STEP 2: MODEL TUNING

- Segmentation Consistent with IBP Algorithms
- Model Matching
- Model Tuning & Profile Development
- Assign Statistical Models

## STEP 3: TRAINING

- Develop Case Study
- Develop Business Scenarios in IBP
- Material Development
- On-Site Training
- On-Going Support

*“Valtitude has an amazing ability to morph into employees of the company and tackle challenges head-on. As a team, they delivered on their commitments and institutionalized a new Statistical Forecast process that fits within the business constraints. Valtitude has an uncanny ability to spot problems before they occur and give world-class training in terms of Demand Planning and Statistical Forecasting. A Must Hire if you are struggling with end-to-end SAP statistical forecasting processes & methods.”*

**Project Leader, Honeywell**



*“Sabra partnered with Valtitude to reimplement their demand planning process and develop a usable SAP platform. The project was successfully executed with an efficient Exception Management process including a variety of customized Alerts and Statistical Model Tuning. This rollout was effective in improving the demand forecast accuracy close to 90%. We are extremely pleased with the Valtitude and would happily recommend them for any supply chain projects or SCM/IBP implementations.”*

**Demand Planning Director, Sabra**

Our diverse experience enables us to design and deliver the process in almost half the time and resource costs required by some of the bigger consulting houses. We add value to your process design in two ways:

- With our knowledge base of best practices and the benchmark industry process, we can analyze and recommend processes and benchmarks rather quickly.
- Our central philosophy is exception management grounded in the Six-Sigma principles. This helps design a very effective process that is time efficient as well.

# About Us

Valtitude, based in Boston MA, specializes in Demand Planning, S&OP, Sales Forecasting, and Supply Chain Optimization. Our expertise includes solutions consulting in SAP IBP, Oracle, Anaplan, Kinaxis, and other advanced planning platforms. Our mission is to provide usable solutions leveraging processes, analytics, and technology to create business value.

Our lead consultants average 15+ years of experience in both process transformation as well as technology implementation. We have helped a variety of businesses across industry verticals to improve their planning process and create value through SCM analytics and diagnostics, process re-design, solutions implementation, and customized on-site training.

## Other Specialized Consulting Services

### AOP AND BUDGETING

Often conducted as an annual exercise, the business plan is the volume, cost and profit plan for the upcoming year.



### S&OP

Our process design approach is driven by the understanding of key touch points in the organization and how effective demand and supply communication among these touch points can be improved.



### DEMAND PLANNING

Our guiding objective is to design a best-in-class process to deliver an accurate, one-number plan to the Supply Chain.



### SUPPLY PLANNING

The essence of Supply Chain Planning is the Order to Cash process or the continuum of Plan - Source - Make - Deliver.

## Get In Touch

26 Henshaw Street  
Woburn MA 01801



USA | UK | South East Asia



[www.valuechainplanning.com](http://www.valuechainplanning.com)



[valtitude@valuechainplanning.com](mailto:valtitude@valuechainplanning.com)

